

INDIANA SMALL BUSINESS WEEK 2005 CELEBRATION

CALENDAR of EVENTS

APRIL 10 to APRIL 16, 2005

U.S. Small Business Administration



Indiana District Office
429 N. Pennsylvania Street, Suite 100
Indianapolis, IN 46204
(317) 226-7272
<http://www.sba.gov/in/>

SMALL BUSINESS - *The Spirit of Indiana*

The 42nd annual celebration of Indiana Small Business Week will be held April 10 - 16, 2005. This celebration is an opportunity for us to acknowledge with pride and gratitude the contributions made by the Indiana small business community to our nation's economic growth and quality of life.

We will also thank the advocates of small business; those individuals and organizations that are constant champions of Indiana small businesses. They mentor small business and provide counseling, training and financing for our entrepreneurs. These champions of small businesses offer guidance and provide the encouragement our entrepreneurs need to achieve their goals.

CENTRAL

MONDAY, APRIL 11

WHAT CAN SBA DO FOR YOU?

11:00 a.m. – 1:00 p.m.

Charter One Bank

5943 South U.S. Highway 31, Indianapolis

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Charter One Bank

COST: *FREE*

CONTACT: Alice Harmenson (317) 784-0398

FAITH BASED AND COMMUNITY INITIATIVES

5:30 p.m. – 7:30 p.m.

Tabernacle Presbyterian Church

418 E. 34th Street, Indianapolis

Apply for an SBA CommunityExpress business loan and sign-up for no-cost technical assistance for your business. Network with SBA & SCORE representatives

SPONSORS: SCORE Chapter 6, the State of Indiana,
the City of Indianapolis

COST: *FREE* RESERVATIONS REQUIRED

CONTACT: SCORE (317) 226-7264

TUESDAY, APRIL 12

BUSINESS ORIENTATION

9:00 a.m. – 11:00 a.m.

Indiana Chamber of Commerce

115 W. Washington Street, Suite 850 S, Indianapolis

Thought about starting your own business, but don't know how? This session will help answer questions about licenses, permits, financing, marketing, business planning, management & types of business.

SPONSOR: Central Indiana SBDC

COST: \$15 RESERVATIONS REQUIRED

CONTACT: centralindiana@isbdc.org or

Julie Goforth (317) 233-7232

HuSB COORDINATOR'S CERTIFICATION FORUM

10:00 a.m. – 12:00 p.m.

U.S. Small Business Administration

429 N. Pennsylvania Street, Suite 100, **Indianapolis**

Learn about the certification process for SBA's 8(a) program, HubZone, SDB, and the state of Indiana at this informative seminar.

SPONSOR: SBA

COST: *FREE* RESERVATIONS REQUIRED

CONTACT: Kathy Ragland, (317) 226-7272

VETERAN'S SMALL BUSINESS WORKSHOP

12:30 p.m. – 2:30 p.m.

U.S. Small Business Administration

429 N. Pennsylvania Street, Suite 100, **Indianapolis**

Learn about services available to veteran-owned businesses including loans, counseling, training, and federal contracting opportunities. Innovative Bank will discuss the SBA CommunityExpress loan program. Loan applications will be available. Representatives from the Veterans Administration, Crane NSWC & USPFO for Indiana, Stout Field will discuss how to market & sell to the federal government.

SPONSOR: SBA

COST: *FREE* RESERVATIONS REQUIRED

CONTACT: Martin Anderson (317) 226-7272

SBA COMMUNITYEXPRESS BUSINESS LOAN WORKSHOP

4:00 p.m. – 6:00 p.m.

U.S. Small Business Administration

429 N. Pennsylvania Street, Suite 100, **Indianapolis**

Apply for an SBA CommunityExpress business loan and sign-up for no-cost technical assistance for your business.

SPONSOR: SBA

COST: *FREE* RESERVATIONS REQUIRED

CONTACT: SBA (317) 226-7272

WEDNESDAY, APRIL 13

INDIANA SMALL BUSINESS WEEK AWARDS LUNCHEON

12:15 p.m. – 2:00 p.m.

Ritz Charles

12156 N. Meridian Street, **Carmel**

Annual awards to be presented include Small Business Person of the Year, Family-Owned Small Business, Women in Business Champion, Financial Services Champion and Small Business Journalist.

SPONSORS: SBA Lenders

COST: \$35 RESERVATIONS REQUIRED

CONTACT: SBA (317) 226-7272

MARKET TO SELL

11:00 a.m. – 1:00 p.m.

Alliance for Community Education

One Courthouse Plaza, **Greenfield**

Determine to whom you are selling, what you are providing, how you can contribute to your customer's success, helping your customer make the buy decision, and successful selling characteristics.

SPONSOR: Central Indiana SBDC

COST: \$39 per session or \$125 for 4

RESERVATIONS REQUIRED

CONTACT: registration@acehc.org or

Leslee Wheatly (317) 477-7700

ONLINE BUSINESS FINANCING INFORMATION

1:30 p.m. – 2:30 p.m.

Learn how to finance the growth of your small business at your own computer. Discover types of SBA guaranteed loans, availability of start-up capital, where to begin the process. Call (866) 740-1260 for the audio portion and log on to <http://www.readytalk.com> for the online presentation. The access code is 3056201.

SPONSOR: SBA

COST: *FREE*

CONTACT: Paul Wyatt (317) 226-7272

THURSDAY, APRIL 14

WHAT CAN SBA DO FOR YOU?

9:00 a.m. – 10:30 a.m.

Old National Bank

9765 E. 116th Street, **Fishers**

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Old National Bank

COST: *FREE*

CONTACT: Marilyn McCombs (317) 693-2583

START YOUR OWN BUSINESS

10:00 a.m. - 11:00 a.m.

Accessibility & Diversity Job Fair

Gene B. Glick Junior Achievement Education Center

7435 N. Keystone Avenue, **Indianapolis**

- What to consider before starting a business
- Finding entrepreneurial opportunities
- Setting goals and planning a new business
- Sources of assistance for the business

SPONSORS: Indianapolis Business Leadership Network,
Indianapolis Mayor's Office of Disability Affairs,
Indianapolis Private Industry Council, Inc.

COST: *FREE*

CONTACT: Juli Paini (317) 327-3798 or

jpaini@indygov.org

SBA COMMUNITYEXPRESS BUSINESS LOAN WORKSHOP

10:00 a.m. – 12:00 p.m.

U.S. Small Business Administration

429 N. Pennsylvania Street, Suite 100, **Indianapolis**

Apply for an SBA CommunityExpress business loan and sign-up for no-cost technical assistance for your business.

SPONSOR: SCORE Chapter 6

COST: *FREE* RESERVATIONS REQUIRED

CONTACT: SCORE (317) 226-7264

WHAT CAN SBA DO FOR YOU?

7:00 p.m. – 9:00 p.m.
Noblesville Family Praise Center
2140 Greenfield Avenue, Noblesville

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: SBA COST: *FREE*
CONTACT: Craig Bryce (317) 773-4630

FRIDAY, APRIL 15

WHAT CAN SBA DO FOR YOU?

9:00 a.m. – 11:00 a.m.
Charter One Bank
1440 E. 86th Street, Indianapolis

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Charter One Bank
COST: *FREE*
CONTACT: Robert Larger (317) 705-1315

OWNING A FRANCHISE

10:00 a.m. – 12:00 p.m.
U.S. Small Business Administration
429 N. Pennsylvania Street, Suite 100, Indianapolis

Is owning a franchise for you? *FranNet – The Franchise Connection* will discuss the pros and cons of franchise ownership; the myths; types of franchises; and how to research a franchise business.

SPONSOR: SBA COST: *FREE*
CONTACT: Mike Hasler (317) 226-7272

WHAT CAN SBA DO FOR YOU?

12:00 p.m. – 2:00 p.m.
Charter One Bank
5151 E. 82nd Street, Indianapolis

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Charter One Bank COST: *FREE*
CONTACT: Robert Larger (317) 705-1315

WHAT CAN SBA DO FOR YOU?

1:00 p.m. – 3:00 p.m.
Charter One Bank
136 N. Delaware Street, Indianapolis

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Charter One Bank COST: *FREE*
CONTACT: Robert Larger (317) 705-1315

WHAT CAN SBA DO FOR YOU?

2:30 p.m. – 5:00 p.m.
Charter One Bank
2140 E. 116th Street, Carmel

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Charter One Bank COST: *FREE*
CONTACT: Robert Larger (317) 705-1315

NORTH

TUESDAY, APRIL 12

WHAT CAN SBA DO FOR YOU?

1:30 p.m. – 3:30 p.m.
Lafayette Chamber of Commerce
122 N. Third Street, Lafayette

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: Greater Lafayette SBDC
COST: *FREE*
CONTACT: Susan Davis (765) 496-6491

BUSINESS FEASIBILITY – CAN I MAKE MONEY AT THIS?

6:00 p.m. – 8:00 p.m.
South Bend Area SBDC & SCORE Chapter #266
401 E. Colfax Avenue, South Bend

A prospective small business owner needs to determine if an idea makes good business sense. This seminar will help you estimate the financial feasibility of your business idea to make an informed decision about starting a business.

SPONSORS: South Bend Area SBDC & SCORE
COST: \$25 RESERVATIONS REQUIRED
CONTACT: Ronnie Mackowiak (574) 282-4350
ext. 0 or rmackowiak@southbendbcg.com

THURSDAY, APRIL 14

WHAT CAN SBA DO FOR YOU?

11:00 a.m. – 1:00 p.m.
Kokomo Chamber of Commerce
106 N. Washington, Kokomo

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: SCORE Chapter #543
COST: *FREE*
CONTACT: Bob Straub (765) 457-5301
WHAT CAN SBA DO FOR YOU?
4:00 p.m. – 6:00 p.m.
Ivy Tech State College
2815 E. Market Street, Room L112, Logansport

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSOR: SCORE Chapter #615 COST: *FREE*
CONTACT: Ken Nelson (574) 753-5101 ext. 337

SOUTH

MONDAY, APRIL 11

THE BASICS OF eBAY SELLING and WHAT CAN SBA DO FOR YOU?

10:00 a.m. – 3:45 p.m.
Southeastern Indiana SBDC
975 Industrial Drive, **Madison**

Learn successful techniques for selling on eBay. Professional instructors will teach techniques and share materials used by eBay University. Also learn about loan programs and free counseling that can help with your business.

SPONSOR: Southeastern Indiana SBDC
COST: \$85 (includes book & lunch)
RESERVATION REQUIRED
CONTACT: Linda Wood (812) 265-3127

TUESDAY, APRIL 12

THE BASICS OF eBAY SELLING and WHAT CAN SBA DO FOR YOU?

10:00 a.m. – 3:45 p.m.
South Central Indiana SBDC
501 N. Morton Street, **Bloomington**

Learn successful techniques for selling on eBay. Professional instructors will teach techniques and share materials used by eBay University. Also learn about loan programs and free counseling that can help with your business.

SPONSOR: South Central Indiana SBDC
COST: \$85 (includes book & lunch)
RESERVATIONS REQUIRED
CONTACT: Terri Brown (812) 339-8937

WEDNESDAY, APRIL 13

MARKETING WORKSHOP

10:00 a.m. – 12:00 p.m.
Switzerland County Public Library
205 Ferry Street, **Vevay**

This workshop teaches an overview of market pricing of your product or service with different pricing models. It also teaches how to do a “SWOT” (strengths, weaknesses, opportunities, threats) analysis. Do away with the guesswork!

SPONSOR: Southeastern Indiana SBDC & Madison
Chamber of Commerce
COST: \$15 RESERVATIONS REQUIRED
(combination marketing & business plan workshop \$25)
CONTACT: Lynda Knoebel (812) 265-3127 ext. 221
or lynda@madisonchamber.org

BUSINESS PLAN WORKSHOP

12:00 p.m. – 2:00 p.m.
Switzerland County Public Library
205 Ferry Street, **Vevay**

Creating a business plan is essential for all businesses. This workshop will give you a starting point. The second hour is devoted to giving you a chance to compile your business plan.

SPONSOR: Southeastern Indiana SBDC & Madison
Chamber of Commerce
COST: \$15 RESERVATIONS REQUIRED
(combination marketing & business plan workshop \$25)
CONTACT: Lynda Knoebel (812) 265-3127 ext. 221
or lynda@madisonchamber.org



THURSDAY, APRIL 14

WHAT CAN SBA DO FOR YOU?

10:30 a.m. – 12:00 p.m.
Bartholomew County Public Library
536 Fifth Street, **Columbus**

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSORS: SCORE Chapter #419, South Central
Indiana SBDC & Columbus Area Chamber of Commerce
COST: *FREE*
CONTACT: Sandra Perry (812) 379-4457

ACTIVE PLANS BUSINESS PLANNING WORKSHOP

2:30 p.m. – 5:00 p.m.
South Central Indiana SBDC
501 N. Morton Street, **Bloomington**

Learn what belongs in a business plan. This workshop includes the software program, account set-up, and step-by-step guidance to building your business plan using *Active Plans*.

SPONSOR: South Central Indiana SBDC
COST: \$69 RESERVATIONS REQUIRED
CONTACT: Terri Brown (812) 339-8937

FRIDAY, APRIL 15

WHAT CAN SBA DO FOR YOU?

1:00 p.m. – 2:30 p.m.
Vigo County Public Library
One Library Square, **Terre Haute**

Starting a business? Expanding a business? We have loan programs and business counseling & training for you to learn about.

SPONSORS: West Central Indiana SBDC & SCORE
COST: *FREE*
CONTACT: Jennifer Cattel (812) 237-7676